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**UAE – U.S.  
HISTORICAL TRADE RELATIONSHIPS**

**CALIFORNIA REPORT**

**2018 UPDATE**

## Table of Contents

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<b>Section</b>	<b>Contents</b>	<b>Page</b>
I	US Exports to the UAE	3
II	US Port Activity	9
III	UAE-Supported Employment	10
IV	Foreign Direct Investment	11
V	Appendices	15

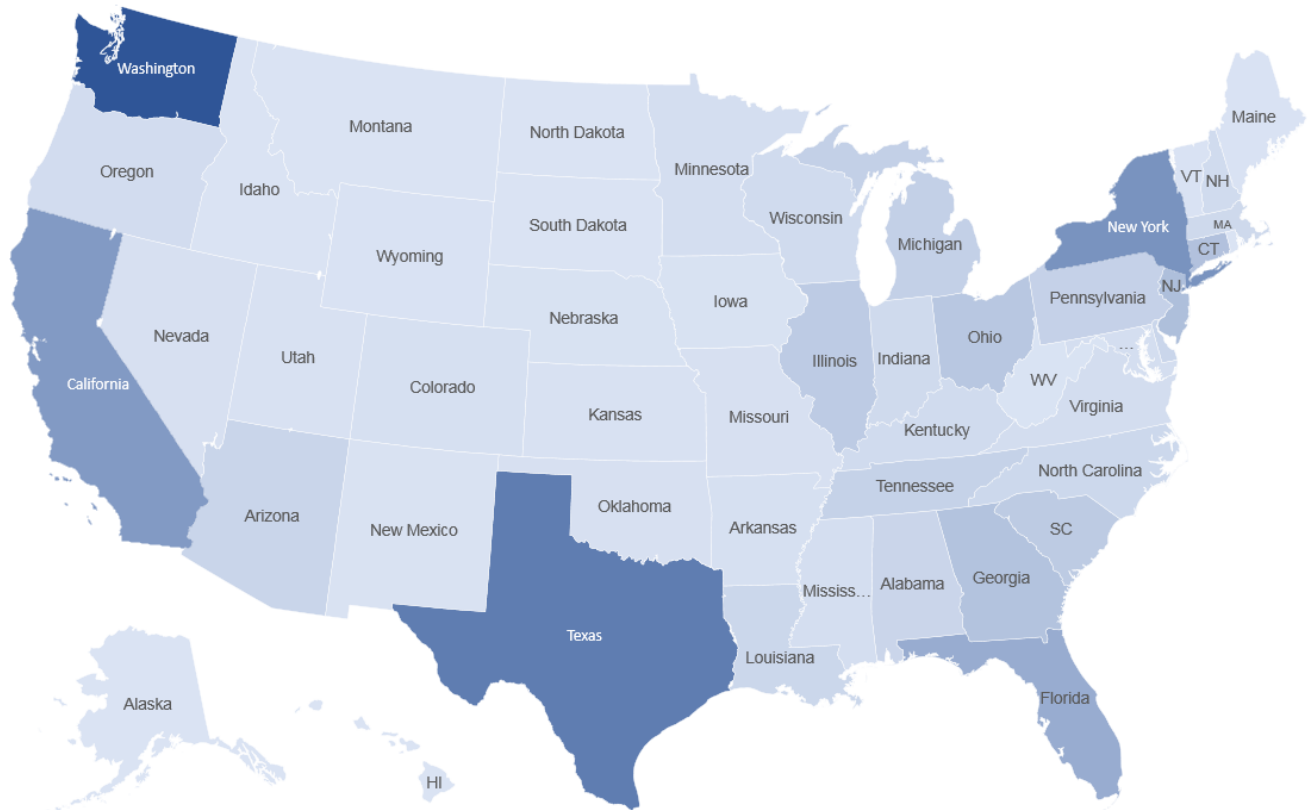
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# California Exports to the UAE



## U.S. State Exports to the UAE for the Years 2015-2018

2015-2018 Exports to the UAE  \$0.00B \$13.55B



- A** 4th  
Largest Exporting  
State
- B** \$6.9B  
Four-Year Total  
Exports
- C** Crop and Animal  
Production  
Top Exporting  
Sectors
- D** Scrap, Second-  
Hand  
Merchandise  
Sector with Largest  
Increase in Exports  
Since 2017
- E** \$1.1B  
Trade Surplus  
in 2018
- F** 5th  
Largest Port in Bilateral  
Trade in 2018
- G** 15,150  
Jobs Supported by Exports

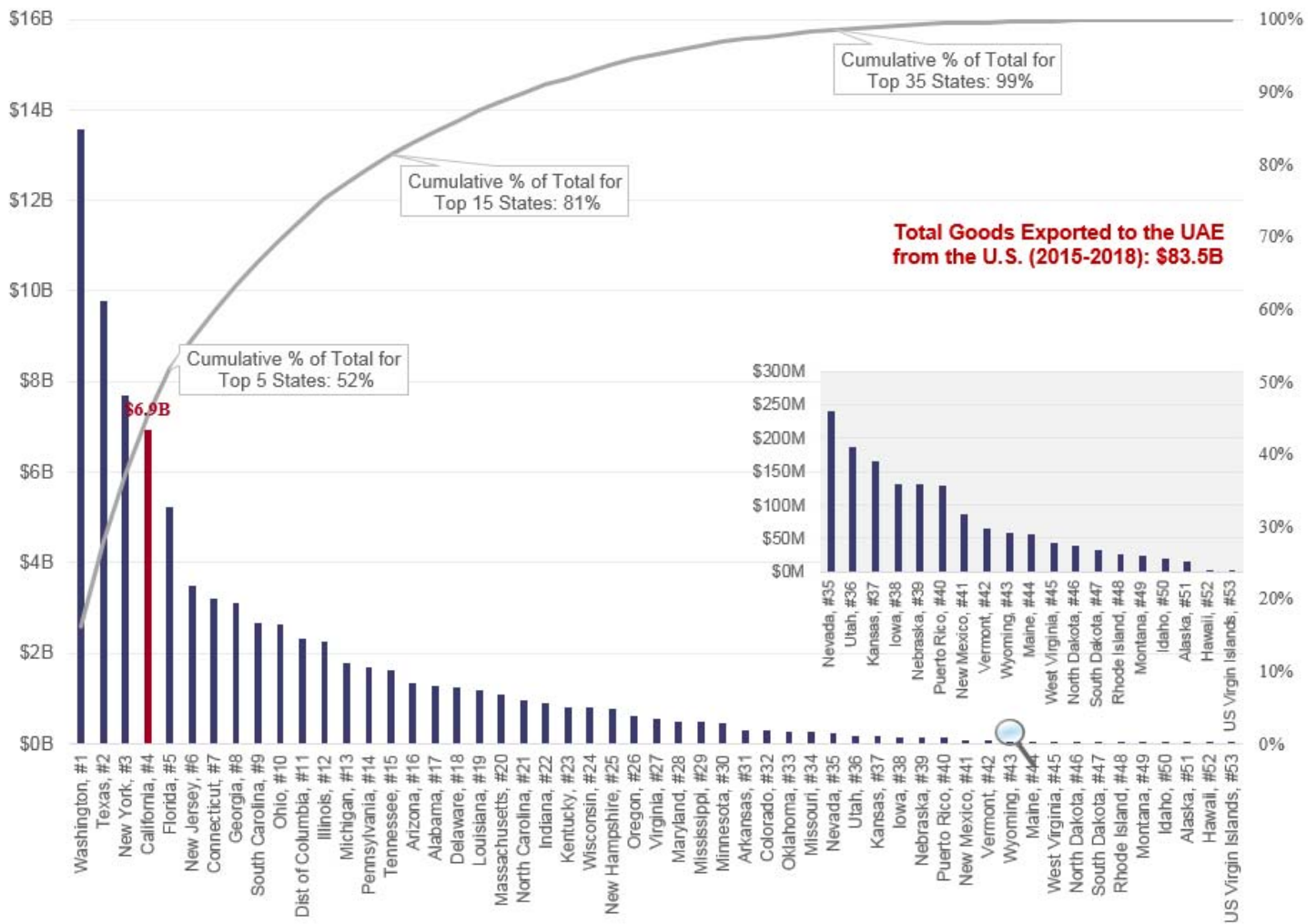
# California Exports to the UAE



**A**

California ranked 4th among U.S. states and territories with \$6.9B in goods exported to the UAE between 2015 and 2018

Exhibit I.1 | U.S. State Rankings of Exports to the UAE (\$ in Billions)

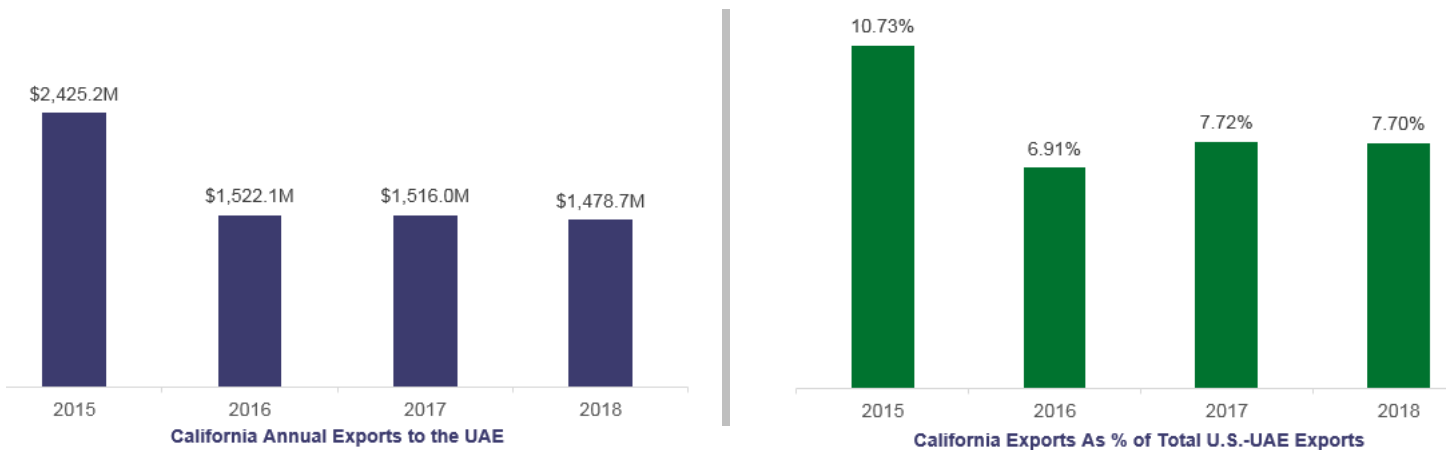


## California Exports to the UAE



**B** Total value of exported goods in 2018 was the lowest in last four years but the percentage of total U.S. exports increased slightly compared to 2016

Exhibit I.2 | California Export Values and Percent of Total by Year



\$ in millions

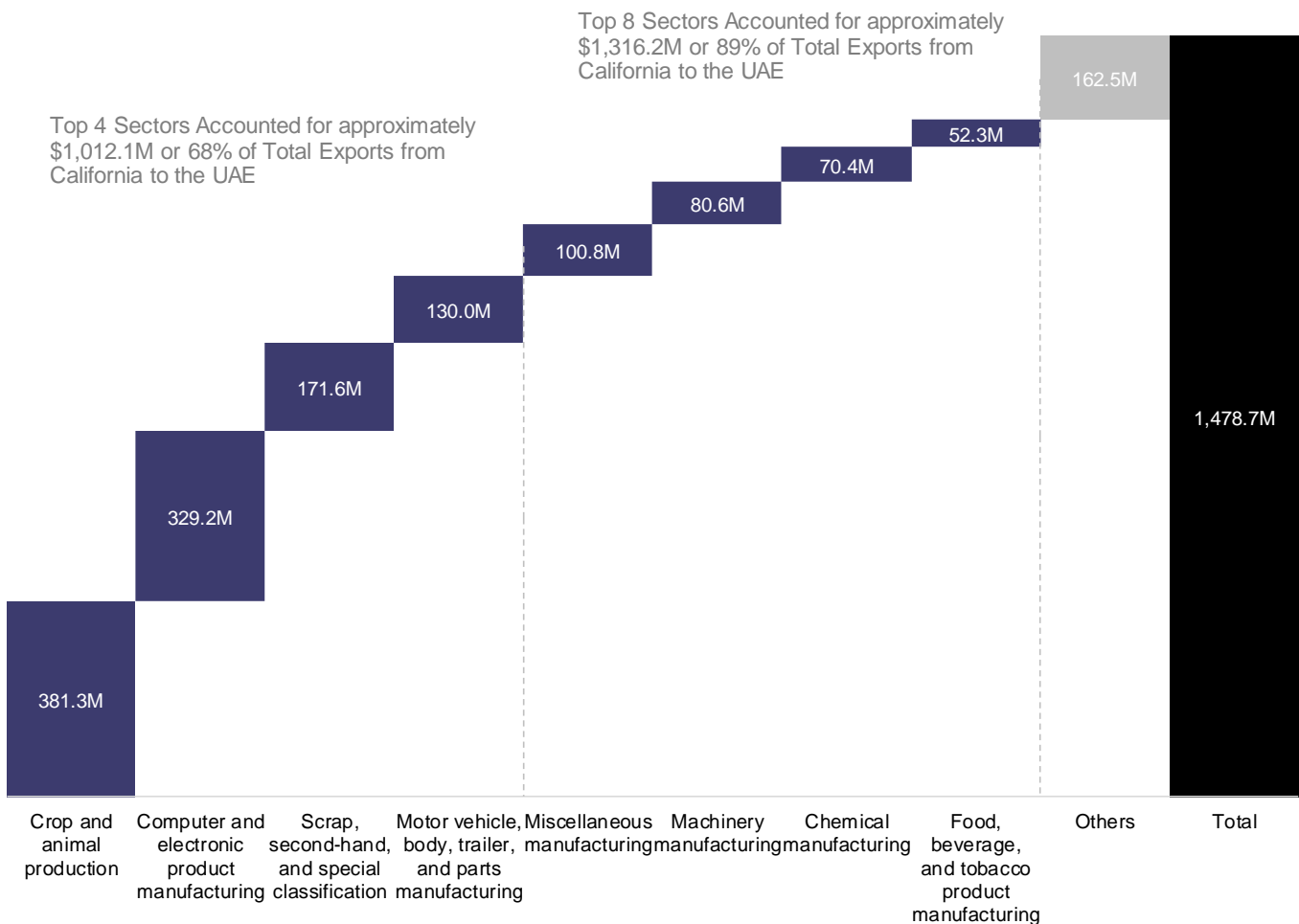
Rank	State	2015	2016	2017	2018	Trend Line	2015-2018
	All U.S. States	\$22,596.4	\$22,030.6	\$19,631.8	\$19,214.3		\$83,473.1
<b>4</b>	<b>California</b>	<b>10.7%</b> \$2,425.2	<b>6.9%</b> \$1,522.1	<b>7.7%</b> \$1,516.0	<b>7.7%</b> \$1,478.7		<b>8.3%</b> \$6,942.0
1	Washington	14.2% \$3,211.2	18.9% \$4,157.6	20.9% \$4,104.7	10.8% \$2,081.1		16.2% \$13,554.6
5	Florida	6.8% \$1,534.4	6.8% \$1,487.5	6.3% \$1,244.7	4.9% \$949.4		6.2% \$5,216.0
10	Ohio	2.2% \$499.8	3.8% \$830.2	3.1% \$608.6	3.6% \$686.5		3.1% \$2,625.1
20	Massachusetts	0.7% \$150.0	0.7% \$161.8	1.5% \$285.1	2.6% \$493.1		1.3% \$1,090.0
30	Minnesota	0.5% \$113.2	0.4% \$94.1	0.6% \$108.9	0.7% \$136.5		0.5% \$452.7

## California Exports to the UAE



In 2018 *Crop and Animal Production* and *Computer and Electronic Product Manufacturing* were the largest exporting sectors

Exhibit I.3 | California's Exporting Sectors in 2018

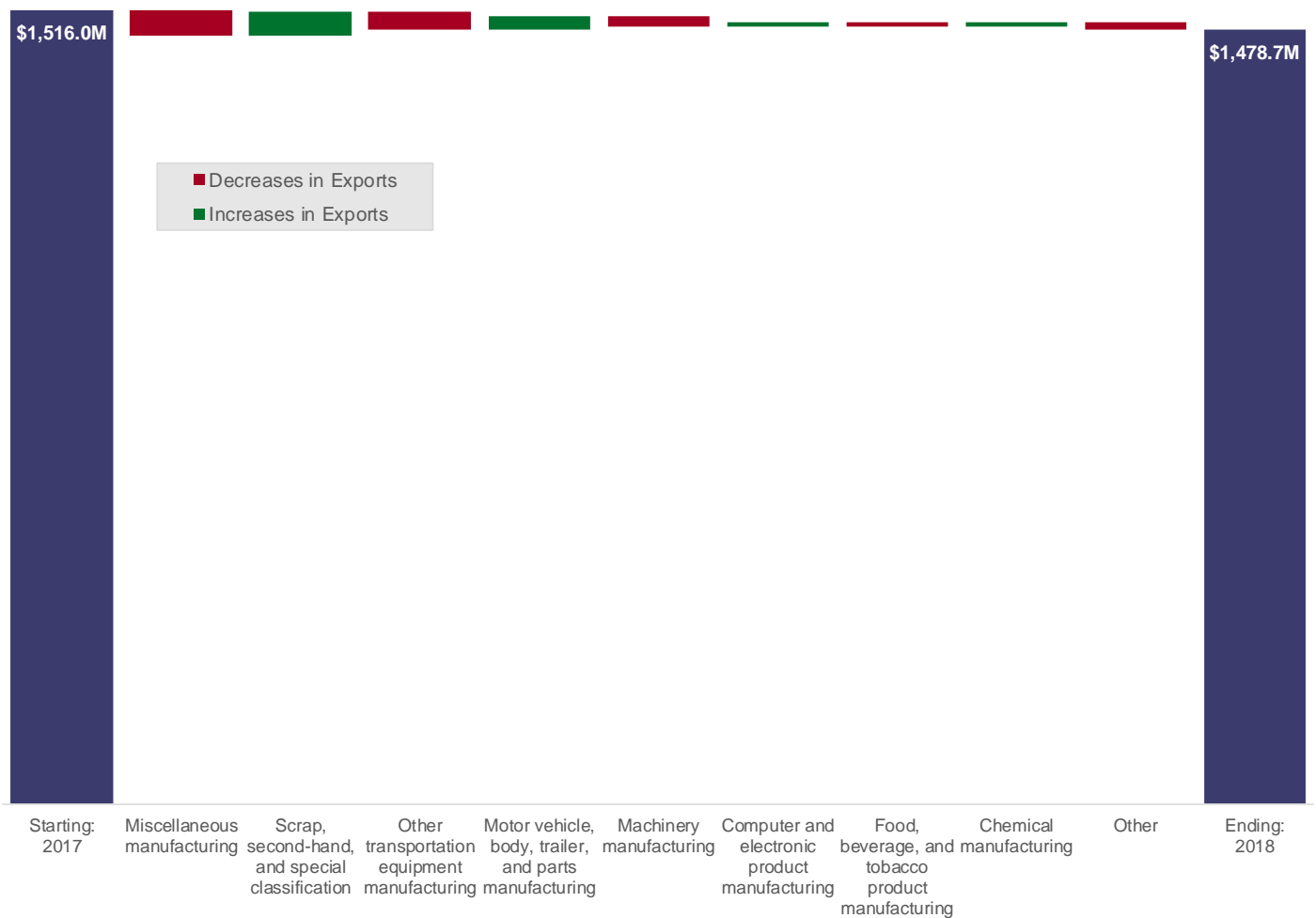


## California Exports to the UAE

I

**D** From 2017 to 2018 *Scrap and Second-Hand Merchandise* sector had the largest increase in exports. The *Miscellaneous* sector had the largest decrease

Exhibit I.4 | California's Exporting Sector Movements From 2017 to 2018

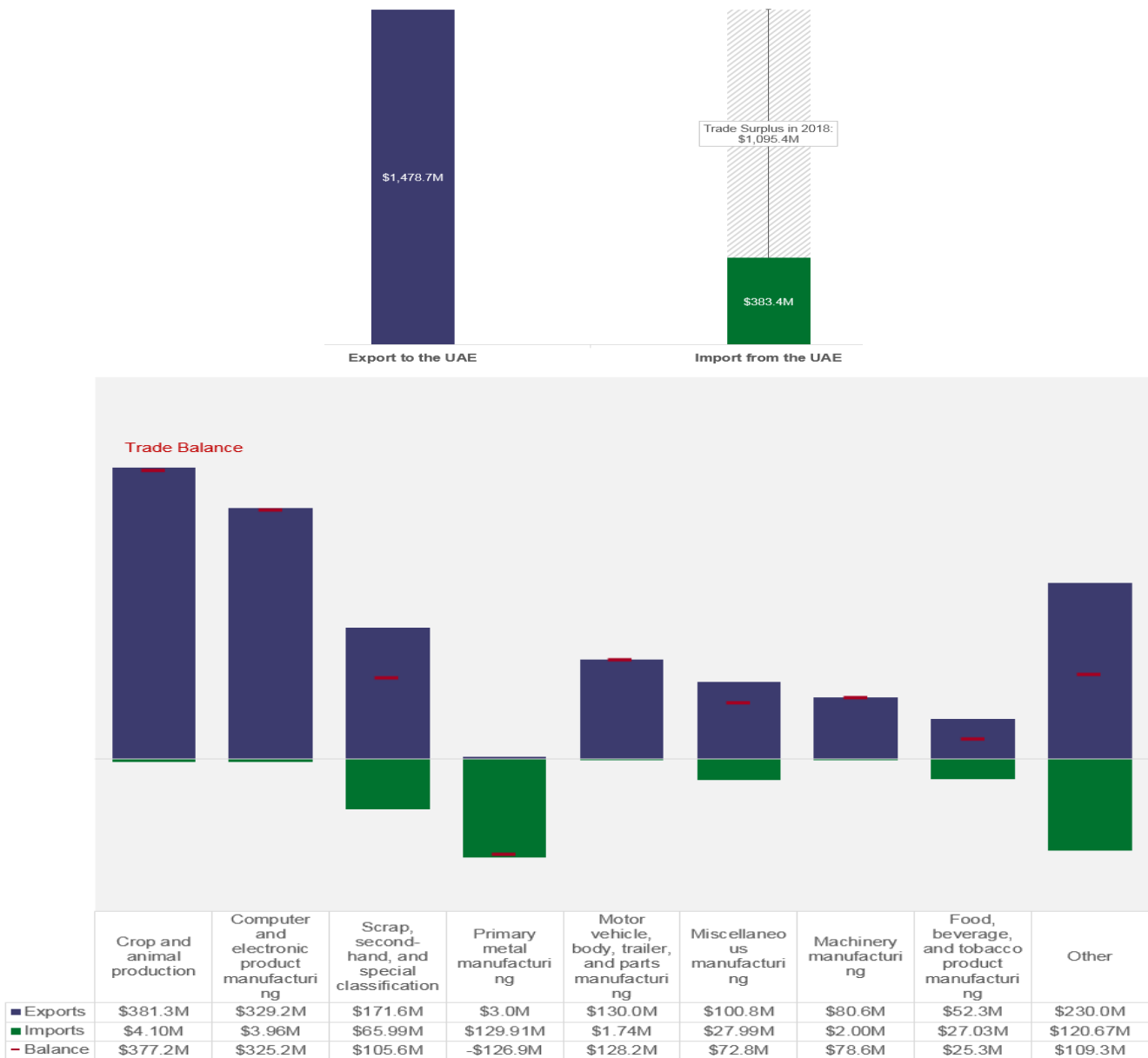


## California Exports to the UAE



**E** California had a \$1.1B trade surplus with the UAE in 2018

Exhibit I.5 | California's Trade Surplus with the UAE by Sector



Source: US Census Bureau USA Trade Online (excluding exports where state was not specified)



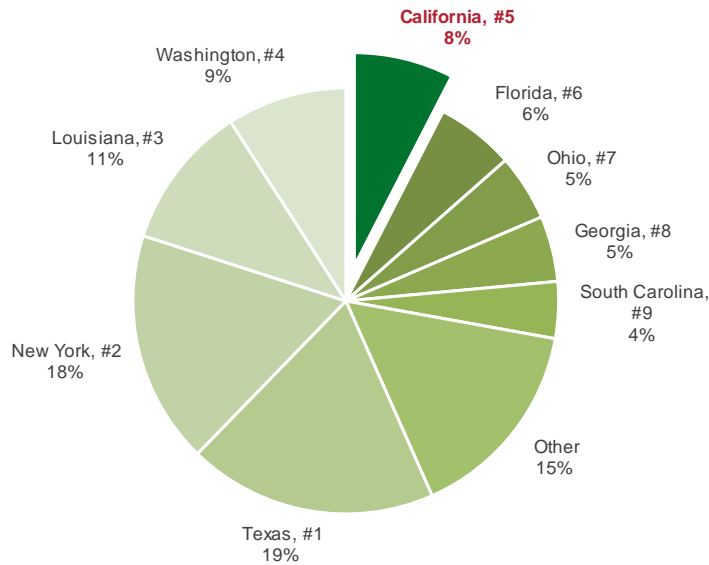
## California – 2018 UAE Bilateral Port Activity



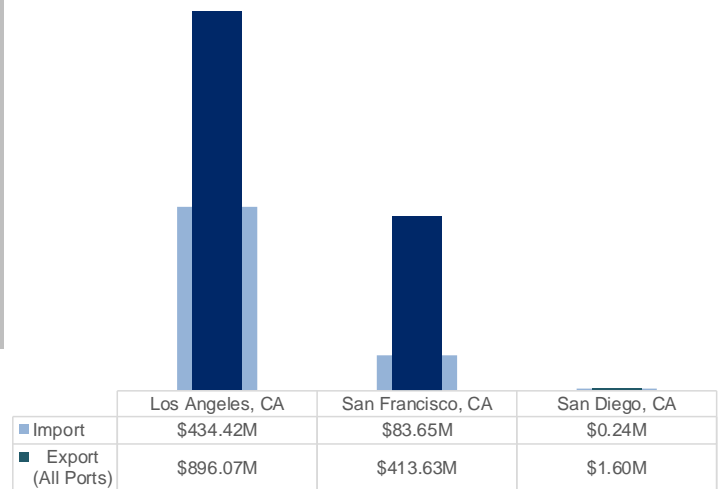
**F**

California ports ranked 5th (8%) in combined total import and export activity among U.S. states and territories with ports of entry in 2018

**Total U.S.-UAE Port Activity**

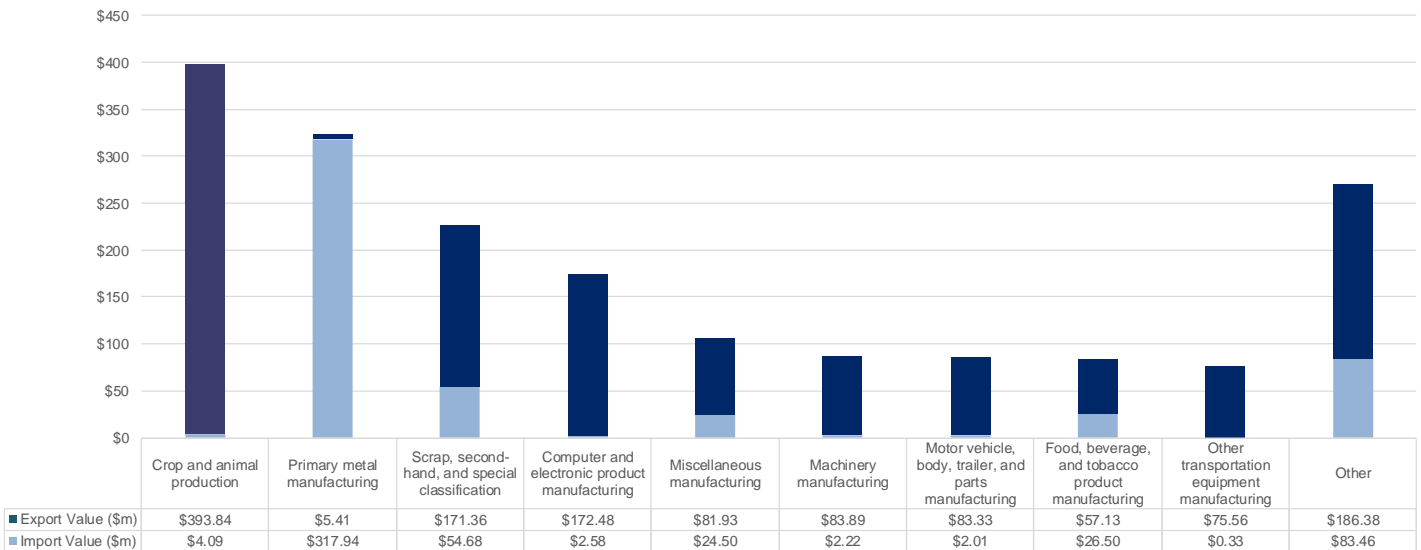


**Port Activity by District**  
(District Includes All Ports of Entry)



28% Import  
(All Ports)

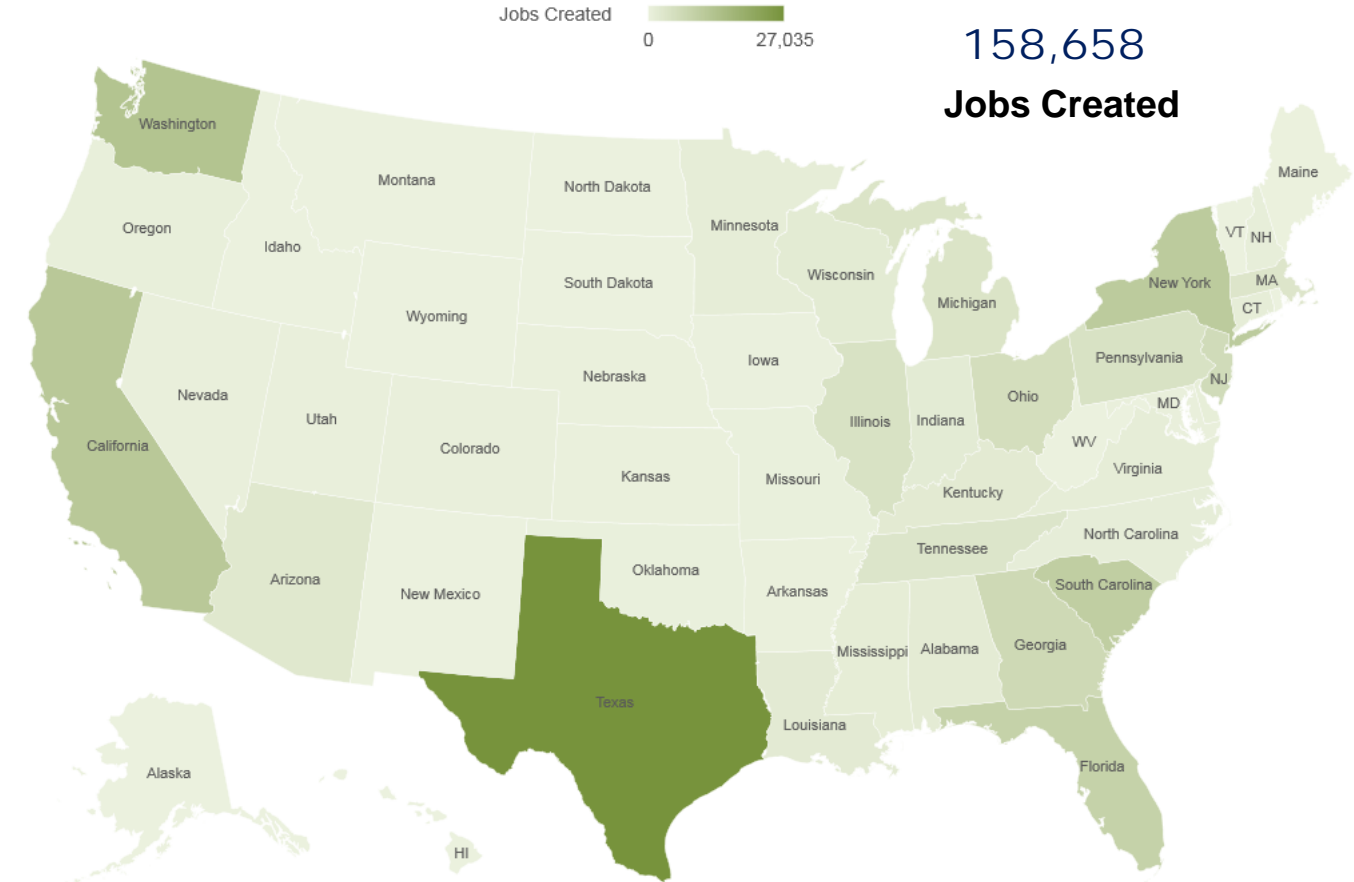
72% Export  
(All Ports)



# California 2018 Employment Driven by Export to the UAE



Positive U.S. Employment Driven by Exports to the UAE in 2018



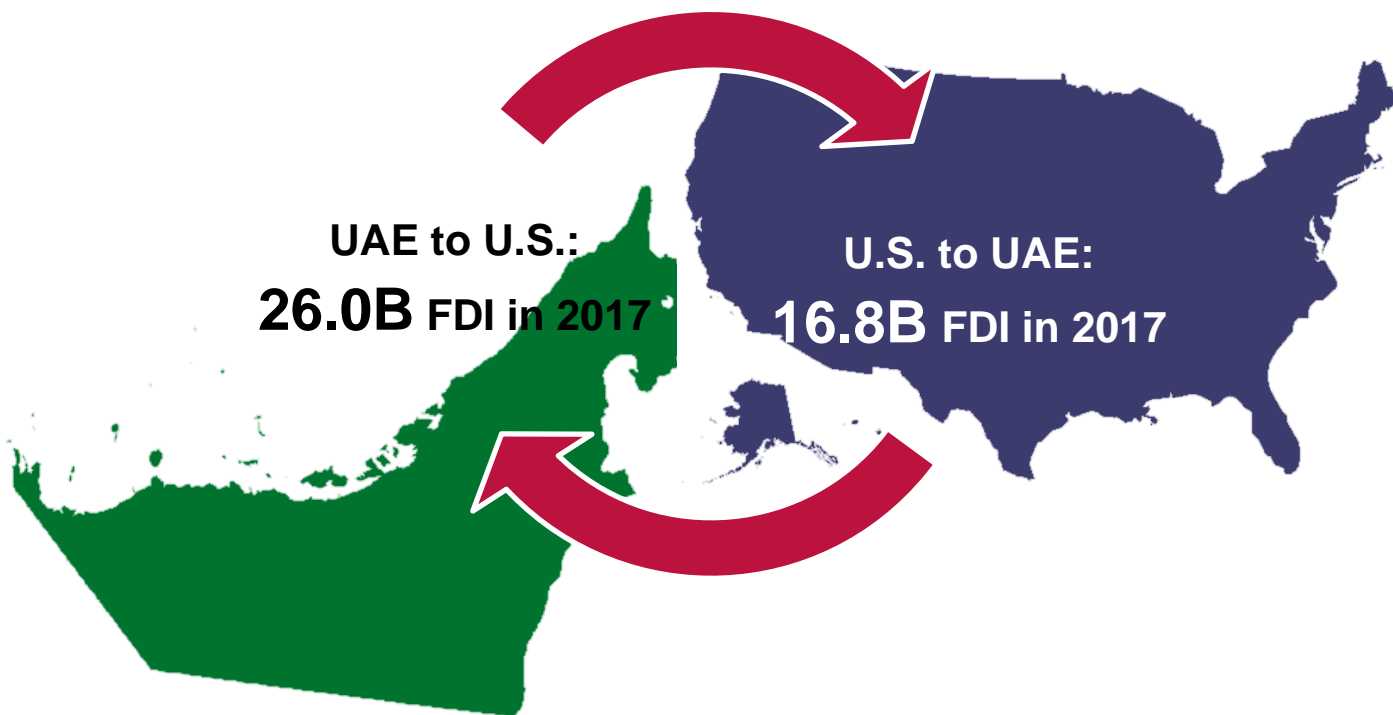
**G** **15,150** Jobs out of 158,658 Total Jobs Created in the U.S. by the UAE

<b>Employment Driven by California's Exports of Manufactured Goods to the UAE*</b>	<b>15,150</b>	Other transportation equipment manufacturing	Computer and electronic product manufacturing	Chemical manufacturing	Fabricated metal product manufacturing	Machinery manufacturing
		297	2,577	489	164	699
		Electrical equipment and appliance manufacturing	Food, beverage, and tobacco product manufacturing	Miscellaneous manufacturing	Motor vehicle, body, trailer, and parts manufacturing	
		353	544	1,000	868	

\* The sectors shown are the top ten U.S. manufacturing sectors exporting to the UAE in 2018.

## Foreign Direct Investment

IV



**A**

\$26B  
2017 UAE total  
FDI in U.S.

**B**

Various  
Sectors

Benefited from  
UAE's greenfield  
investments in  
California since  
2008

**C**

Various  
Sectors

Benefited from  
California's greenfield  
investments in the  
UAE in 2018

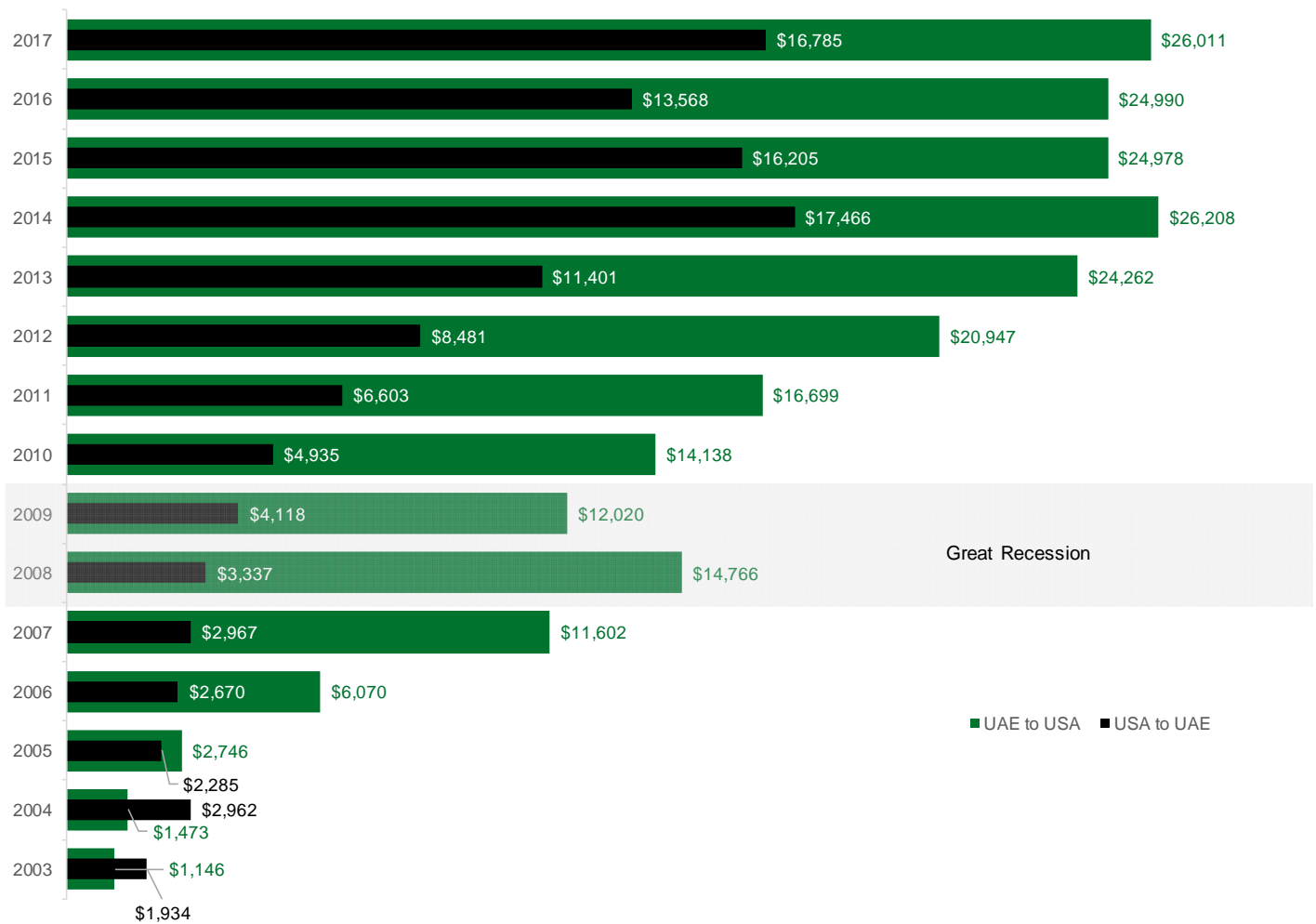
## Bilateral FDI between the U.S. and UAE

IV

A

UAE made \$26B total investment in U.S. in 2017. Investments over the past four years remained level.

Exhibit IV.1 | Total UAE Investments by Year



## UAE FDI in California

IV

**B** Since 2003 UAE expanded existing investments and made greenfield investments in California in a variety of sectors

Exhibit IV.2 | Certain UAE Investors in U.S. by Sector Since 2003

2018	Transportation <b>Dnata</b>	Software & IT services <b>tappit</b>
2017	Financial services <b>Mubadala Development</b>	
2015	Financial services <b>Delta Partners Group</b>	Transportation <b>GAC Group</b>
2011	Hotels & Tourism <b>Arabian Destinations Tours and Travels</b>	
2010	Alternative/Renewable energy <b>Rubenius</b>	
2009	Communications <b>du</b>	
2008	Semiconductors <b>Advanced Technology Investment Company (ATIC)</b>	

# California 2018 Greenfield and Expanded FDI in the UAE

IV



Investments were made in various sectors in 2018.

## Exhibit IV.3 | Certain California Investors in UAE by Sector in 2018

Sector	California Investing Entities to the UAE
Food, Beverages & Tobacco	Crop One Holdings   Plenty
ICT & Electronics	Quorum   Espeo Blockchain   Zoho (AdventNet)   HP Enterprise Services   Oracle
Transportation, Warehousing & Storage	Hyperloop Transportation Technologies (HTT)   Hyperloop One (Hyperloop Technologies)
Life sciences	Align Technology   Inui Health
Retail Trade	Apple Inc   American Rag Cie
Financial Services	Ripple Labs
Tourism	Airbnb
Creative Industries	Headway (Headway Digital)
Professional Services	NGS Global



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# APPENDICES

# Appendix A



## California Top Export Commodities in 2018

### California's Top Exporting Commodities to the UAE in 2018

*This exhibit only displays commodities with annual export amounts exceeding \$5M*

Sector	Top Commodity	Export Value
Crop and animal production	1113 Fruits & Tree Nuts	322.8M
	1119 Other Agricultural Products	39.1M
	1112 Vegetables & Melons	13.1M
	1129 Other Animals	5.3M
Computer and electronic product manufacturing	3342 Communications Equipment	154.5M
	3341 Computer Equipment	90.4M
	3345 Navigational/measuring/medical/control Instru	50.9M
	3346 Magnetic & Optical Media	13.2M
Scrap, second-hand, and special classification	3343 Audio & Video Equipment	12.7M
	9300 Used Or Second-hand Merchandise	158.8M
	9900 Other Special Classification Provisions	8.4M
Motor vehicle, body, trailer, and parts manufactu	9100 Waste And Scrap	
	3361 Motor Vehicles	84.7M
	3363 Motor Vehicle Parts	35.2M
Miscellaneous manufacturing	3362 Motor Vehicle Bodies & Trailers	10.1M
	3399 Miscellaneous Manufactured Commodities	89.2M
Miscellaneous manufacturing	3391 Medical Equipment & Supplies	11.6M
	Machinery manufacturing	3339 Other General Purpose Machinery
3331 Ag & Construction & Machinery		10.8M
3333 Commercial & Service Industry Machinery		9.0M
3336 Engines, Turbines & Power Transmsn Equip		7.1M
3334 Hvac & Commercial Refrigeration Equipment		
Chemical manufacturing	3256 Soaps, Cleaning Compounds & Toilet Prepara	38.1M
	3254 Pharmaceuticals & Medicines	17.5M
	3251 Basic Chemicals	5.7M
	3255 Paints, Coatings & Adhesives	
Food, beverage, and tobacco product manufact	3259 Other Chemical Products & Preparations	
	3115 Dairy Products	18.1M
	3114 Fruits & Veg Preserves & Specialty Foods	10.1M
	3119 Foods, Nesoi	8.5M
	3121 Beverages	
Electrical equipment and appliance manufacturi	3112 Grain & Oilseed Milling Products	
	3359 Electrical Equipment & Components, Nesoi	16.4M
	3353 Electrical Equipment	12.6M
	3352 Household Appliances And Misc Machines, Ne	8.9M
Other transportation equipment manufacturing	3351 Electric Lighting Equipment	7.9M
	3364 Aerospace Products & Parts	35.2M
	3369 Transportation Equipment, Nesoi	
	3366 Ships & Boats	

Note: Due to space constraints, some data bars are fitted to the page and not to scale.



## California Employment Driven by Top Ten UAE Export Sectors in 2018

**Employment Driven by Top 10 UAE-Exporting Sectors in California in 2018**

